

Thomas Gordon's 12 Roadblocks (for effective listening)

As you think about the Spirit of MI....collaboration/partnering; acceptance/autonomy; compassion; evoking, this list would interfere with the Spirit and likely create discord, a disruption in the relationship.

1. Ordering, directing, or commanding—a direction is given with the force of authority behind it. Authority can be actual or implied.
2. Warning/threatening—similar to directing but carries an implication of consequences if not followed...such as a threat or prediction of a bad outcome.
3. Giving advice, making suggestions, providing solutions—therapist is using expertise and experience to suggest a course of action, **prior to eliciting the client's ideas/knowledge or asking permission**
4. Persuading with logic, arguing, lecturing—the practitioner believes that the client has not adequately reasoned through the problem and needs help in doing so.
5. Moralizing, preaching, telling clients their duty—person needs instruction in proper morals.
6. Judging, criticizing, disagreeing, blaming—implies that something is wrong with the person or what has been said.
7. Agreeing, approving, praising—gives sanction or approval to what is being said; takes away the tension of the person having to examine the issue
8. Shaming, ridiculing, name calling—intent is to correct a problematic behavior or attitude; is disapproving in manner or attitude
9. Interpreting, analyzing—looking for a hidden meaning or interpreting, when there is no data to support the observation you are making
10. Reassuring, sympathizing, consoling—trying to make the person feel better about the problem. Downplaying of emotions, difficulty of the issue
11. Questioning, probing—asking questions like an investigator; asking questions on non relevant material, just out of curiosity; person feels like they are on a firing range as the target
12. Withdrawing, distracting, humoring, changing the subject---implies that what the person is saying is not important, has the quality of minimizing

Now read these statements and decide which Roadblock applies. Some will feel very similar; select the one you think best applies.

- A. _____ If you were really all that concerned about being a good parent, you would take stopping smoking seriously!

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